

## Message Text

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43

ACTION PM-07

INFO OCT-01 NEA-14 ISO-00 AID-20 IGA-02 MC-02 EB-11 COME-00

OMB-01 L-03 TRSE-00 CIAE-00 INR-10 NSAE-00 RSC-01

DRC-01 /073 W

----- 034693

R 071302Z JUL 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 0166

SECDEF WASHDC

INFO USCINCEUR

S E C R E T KUWAIT 2857

EO 11652: GDS

TAGS: MASS KU

SUBJ: US MILITARY SALES TO KUWAIT

REF: KUWAIT 2820 AND 2810

1. TPS-32 RADAR. ON RETURNING FROM LEAVE LATE JUNE, I DISCOVERED PROTRACTED NEGOTIATIONS BETWEEN GILFILLAN REP AND MINISTRY OF FINANCE HAD BEEN SUSPENDED, WITH TWO SIDES STILL FAR APART ON PRICE. ACCORDINGLY I CALLED ON MINDEF SHAIKH SAAD JULY 2. I TOLD HIM I QUITE CANDIDLY AND PERSONALLY THOUGHT THAT AFTER MORE THAN TWO YEARS OF TALK ABOUT MILITARY CONTRACTS, IT WAS ABOUT TIME WE GOT SOME OF THEM SIGNED AND LAUNCHED. I ADDED COLS MURPHREE AND HENRY AND I AS AMBASSADOR FELT WE HAD DRAWN DOWN MUCH PERSONAL CREDIT WITH OUR RESPECTIVE SUPERIORS IN WASHINGTON BY SUBMITTING "URGENT" KUWAITI REQUESTS FOR VARIOUS MILITARY ITEMS, RECOMMENDING SPECIAL USG EFFORT TO MEET THESE REQUESTS, AND RECEIVING EXCELLENT USG AND COMPANY RESPONSE, ONLY TO ENCOUNTER YET MORE DELAYS ON KUWAITI SIDE. MINDEF TOOK THESE COMMENTS IN GOOD SPIRIT AND SAID HE SAW MY POINT. HE SAID MAIN HANG-UP ON RADAR CONTRACT WAS OVER WHO WAS TO PAY FOR TRAINING ITEM, GOK POSITION BEING THAT "COMPANY NOT KUWAIT GOVT PAYS FOR TRAINING." HOWEVER, HE SAID, IN SPIRIT OF COMPROMISE HE PREPARED OFFER PAY FOR "HALF" OF THE TRAINING PACKAGE. HE THEN CALLED MINFINANCE REP IN CHARGE

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OF PRICE NEGOTIATIONS AND REQUESTED HIM REOPEN NEGOTIATIONS.

(GILFILLAN TPS-32 CONTRACT WAS SIGNED JULY 4.)

2. HAWK. AT SAME MEETING MINDEF SAID HE ANXIOUS TO CONCLUDE HAWK MISSILE CONTRACT WITH RAYTHEON SOONEST. I UNDERTOOK TO SEE WHAT COULD BE DONE TO SPEED FINAL NEGOTIATIONS. (I UNDERSTAND RAYTHEON WILL BE READY WITH PROPOSAL ABOUT JULY 27. NEGOTIATIONS, ESPECIALLY RE PRICE ARE GOING TO BE RUGGED.)

3. MINDEF SAID HE ALSO WANTED TO GET MOVING ON JOINT OPERATIONS CENTER AND ASKED FOR STUDY TEAM TO ARRIVE KUWAIT IN EARLY AUGUST. WE WILL ADVISE SHORTLY ON SPECIFIC SURVEY TEAM REQUIREMENTS.  
STOLTZFUS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY EQUIPMENT, RADAR, COSTS, MILITARY SALES, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** martinml  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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